



CITY OF NEWPORT BEACH

FINANCE DEPARTMENT PURCHASING DIVISION

June 12, 2012

Re: City of Newport Beach Request for Proposal (RFP) No. 4-18

Firms Submitting Proposals:
Bellingham Marine
Swift Slip Dock and Pier Builders, Inc.

Dear Proposer:

Thank you for your participation in the City's RFP No. 4-18 for As-Needed Dock Repair Services at the City's Balboa Yacht Basin. The evaluation panel for this RFP convened last month to evaluate all proposals submitted to the City. As opposed to a standard Bid, the City evaluated the proposals using a multitude of factors aside from, but including, pricing. The factors utilized to evaluate the proposals are as follows:

- Operational Experience of the Proposing Firm;
- Qualifications of the Proposing Firm;
- Proposer's Demonstrated Understanding of the Project and Methodology;
- The Overall Responsiveness of the Proposal; and
- Proposed Project Costs.

The evaluation process for this project entailed a two-step process. In the first step, each of the aforementioned technical factors was assigned a weight and all proposals were scored against those established criterion. In the second step, a ratio of costs analysis was performed, comparing the cost proposals of each firm. Following this process, the evaluation panel ranked **Bellingham Marine** as the highest-rated Proposer. As such, any subsequent negotiations and contracting procedures will be carried out between the City and Bellingham Marine exclusively. Copies of all proposals are now available for review, upon request.

I would like to thank you for all the time you contributed during this RFP process. If your firm was not selected during this RFP process I kindly ask that you ensure that your firm is registered on the City's Online Vendor Database. This will enable the City to contact your firm in the event there are future Bids or RFPs of a similar nature. The website for this database is as follows:

<https://www5.newportbeachca.gov/osupplier/>

With Regards,

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